



Independent Insurance Agent

From: Steve Cocke, Chief Financial Officer / Treasurer

Subject: Deductibility of dues / Lobbying Percent

Dues to the Independent Insurance Agents & Brokers of America (IIABA) are not deductible as a charitable contribution but may be deductible as an ordinary and necessary business expense. To the extent that IIABA engages in lobbying, the portion of the dues that relate to lobbying expenses is not deductible as an ordinary and necessary business expense. This law was enacted in 1993, effective January 1, 1994 [Section 13222 of the Omnibus Budget Reconciliation Act of 1993 (OBRA 1993)]. The non-deductible portion of dues for 2015-2016 is 22.61

The following is a recap of the non-deductible portion of dues for the past six years:

FY 2010-11	Estimated	21.92%	Actual	22.19%
FY 2011-12	Estimated	22.83%	Actual	22.29%
FY 2012-13	Estimated	22.71%	Actual	23.14%
FY 2013-14	Estimated	23.76%	Actual	25.27%
FY 2014-15	Estimated	25.21%	Actual	25.03%
FY 2015-16	Estimated	25.07%	Actual	22.61%
FY 2016-17	Estimated	22.04%		